

EVOCATIVE OPEN QUESTIONS

Desire: “What are some of those driving feelings that motivate you to want to make this change?”

Ability: “What are some skills/strengths or past successes that let you know you can do this?”

Reason: “Why would you want to make this change (why you know this is important)?”

Need: “What are some undisputable facts or realities that make it a necessity to change soon?”

Commitment: “So what is one thing you are willing to do?”